

# NIFA PANEL

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NEW CONSTRUCTION

FOR PROFIT DEVELOPER / BUILDER

# SHAWN MCGUIRE

## GRI, CRS, MCSP, CAPS

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- Broker / Sales Manager of Celebrity Homes
  - Omaha, Nebraska



# SITE / MARKET ANALYZATION

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- Amenities
  - Utilities
  - Schools
  - Existing / Future Amenities that will be a benefit to the community
  - Market Conditions
- Market Conditions - Existing & Future
  - Consumer Confidence
    - Example: "is the consumer feeling it at the pump" (\$3.00)
  - Absorption projections realistic

# SITE / MARKET ANALYZATION

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- Risk vs Reward
  - Can realistic margins be met
- Do we have the human resources and expertise to manage project
  - “Have we seen it before?”
- Will finished product be marketable and desirable
  - Market studies of current sales, both used and new, are considered
  - Meet current needs and trends

# SITE / MARKET ANALYZATION

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- Governmental considerations
  - New Bills
  - Regulations
  - Military Funding (movement)
  - EPA Rules
  - and Much More!

# NEW HOME APPRAISALS

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- Educate the consumer of potential difficulties at time of contract
  - May need additional funds
- Create a system that allows you to search and recognize “good comparables”
  - Maintain records of YOUR Sales and know how to search the MLS
- Educate the appraisers and lenders of land/material/labor increases
  - Recent lumber increases of nearly 30%
  - LAND APPRECIATION
- Whenever possible, work with the Lender to identify quality appraisers

# FINANCING NEW HOMES

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- Establish relationships with lenders early. Discuss hurdles, expectations, and solutions
  - Understand TRID
  - Participate with Closing Costs
  - Identify lenders that understand YOUR buyer's situations. Many lenders have different strengths
    - Help with higher DTI Ratios
    - Credit Worthiness
    - Length of employment
    - Minimal PMI
    - Local Underwriting

# FINANCING NEW HOMES

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- And of course.....NIFA!
  - FHA – NIFA
  - VA – NIFA
  - Conventional – NIFA
  - NIFA - HBA

In today's environment it is mandatory to understand FINANCING to assist your buyers.... Not only to obtain a New Home, but to do it in an affordable manner.